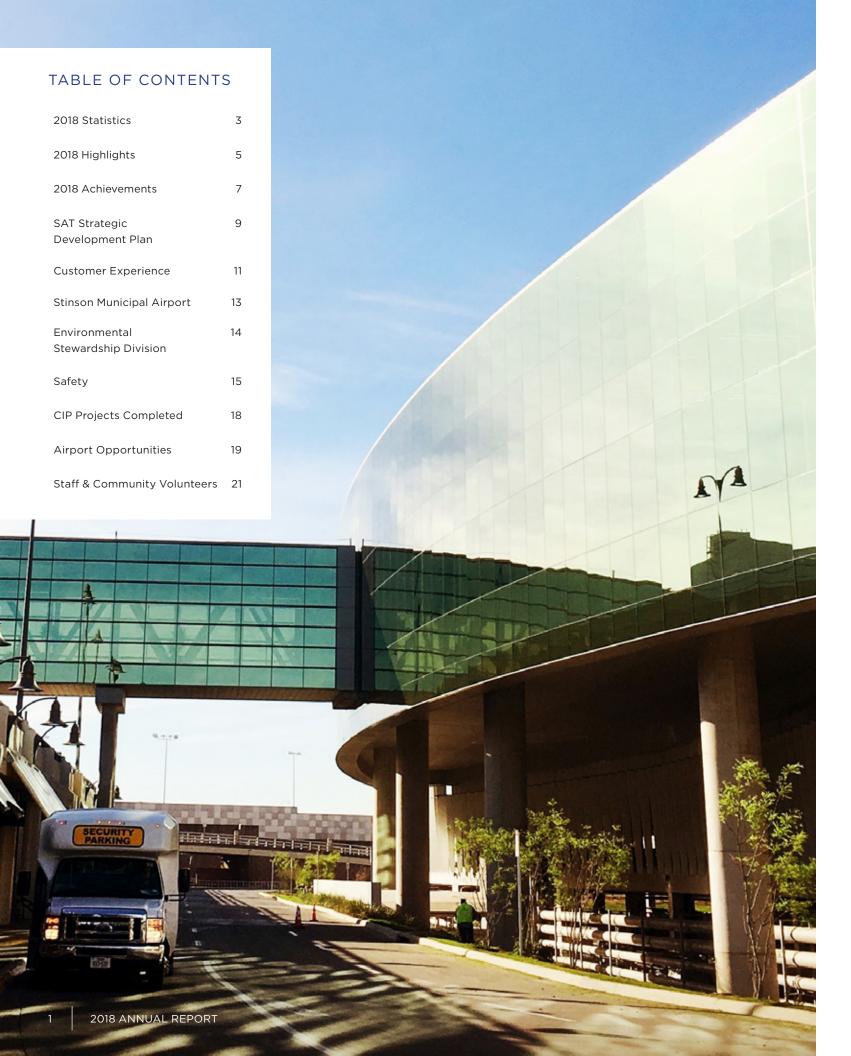
# CELEBRATING



PASSENGERS IN 2018





# Message from the Aviation Director



On behalf of all the amazing professionals in the San Antonio Airport System (SAAS), it is with great pride and enthusiasm that I submit our 2018 Annual Report. Whether we are serving the community at San Antonio International Airport (SAT) or Stinson Municipal Airport (SSF), the diligence and hard work of the Aviation team, in conjunction with the support of the City of San Antonio and its stakeholders, have proved to be an invaluable and formidable combination.

This past year was an unprecedented year of accomplishment. As a department of the City of San Antonio (COSA), our Core Values of Teamwork, Integrity, Innovation and Professionalism remain invaluable in guiding our vision to be "An exceptional airport system generating prosperity for South Texas."

A few 2018 SAT highlights include:

Serving a record-breaking number of 10,044,328 passengers, exceeding the previous 2017 record by nearly

one million customers!

Welcoming a record-breaking number of visitors for the 2018 NCAA Men's Final Four. The airport team was prepared and ready for arrivals and departures, as many of the fans' and all of the players' Final Four experiences began and ended at SAT. In addition to a record number of commercial and charter aircraft passengers, SAT also received over 500 general aviation aircraft.

Cutting the ribbon on our brand new, state-of the-art \$178 million Consolidated Rental Car Facility (CONRAC). The 1.8 million square feet CONRAC facility houses 14 rental car companies, a quick turnaround area for fueling, vacuuming, washing and light maintenance, and approximately 2,600 ready/return parking spaces. Access to the rental car area is just a few steps away from the terminals through a multi-color illuminated sky bridge, taking passengers directly from the mezzanine level of the terminal to the rental car counters. This extraordinary facility also features world-class artwork from a team of local artists, symbolically portraying 300 years of San Antonio history.

During 2018 we also initiated a comprehensive Strategic Development Plan for San Antonio Aviation. The two-phased process was designed to stay ahead of the increasing growth of air travel and expanding air travel needs of the community and region. The data-driven plan will ultimately inform development options regarding land use, facilities and the services required for the airport to accommodate projected population growth and prosperity of the San Antonio region.

The customer experience remains a priority for SAT and our team has consistently placed in the top three for the past three years for award winning customer service. For 2018, Airports Council International (ACI) World ranked SAT second among 48 different airports in the North American category. The Airport Service Quality (ASQ) awards showcase airports that exemplify superior customer excellence and rank high in customer service surveys.

Stinson Municipal Airport continued to engage with the community by hosting several events including Girls in Aviation Day, the San Antonio Tricentennial Aeros and Autos Event and the Southwest Bonanza Fly In. Ground breaking on future projects included a hike and bike trail connecting Stinson Municipal Airport to the Mission Reach trail and a new parking lot that includes a plaza and connection from Stinson Municipal Airport Terminal to the hike and bike trail scheduled to be completed in 2019.

It was a great year for the San Antonio Airport System, but in many ways we are just getting started. We remain aggressive in our plans to optimize air service for our customers, while we create an extraordinary customer experience and authentic sense of place. On behalf of all the men and women of the Aviation Department and the City of San Antonio, we thank you for your continued support.

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Russ Handy Aviation Director

San Antonio Airport Advisory Commission, March 2017 - March 2018

San Antonio Airport
Advisory Commission
Members as of March 2018

George D. Alva, Francisco J. Cruz, Theodore E. Davis Jr., Mark R. Fessler, Marsha B. Hendler, Robert L. Hendricks, Leslie A. Hobgood, Earl Jackson Jr., John Edward Kuderer, Maureen McCann, George Meketa, Dr. John T. Norris Jr., Deborah A. Omowale, Landon Phillips, Aurelina P. Prado, Diane D. Rath, Alexander Riedel, Charles P. Serafini, Melinda A. Vasquez

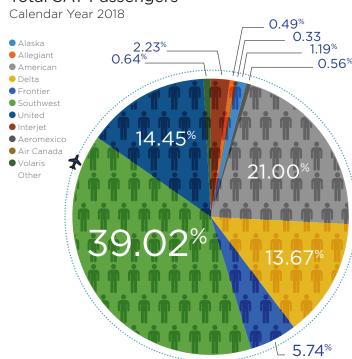


# 2018 Calendar Year Statistics

### SAT Domestic & International Enplaned & Deplaned Passengers

CALENDAR YEAR	TOTAL PASSENGERS	INCREASE/ DECREASE	PERCENT CHANGE	TOTAL ENPL PASSENGERS	INCREASE/ DECREASE	PERCENT CHANGE
2018	10,044,411	980,869	10.8%	5,028,785	507,174	11.2%
2017	9,063,542	445,403	5.2%	4,521,611	211,850	4.9%
2016	8,618,139	111,123	1.3%	4,309,761	52,073	1.2%
2015	8,507,459	137,713	1.65%	4,257,688	66,297	1.58%
2014	8,369,746	117,416	1.42%	4,191,391	72,352	1.76%
2013	8,252,330	9,109	0.11%	4,119,039	15,675	0.38%
2012	8,243,221	71,397	0.87%	4,103,364	31,583	0.78%
2011	8,171,824	137,280	1.71%	4,071,781	49,767	1.24%
2010	8,034,544	196,323	2.50%	4,022,014	114,959	2.94%
2009	7,838,221	-520,294	- 6.22%	3,907,055	- 260,385	-6.25%

### Total SAT Passengers



### SSF Aircraft Landings & Take Offs

CALENDAR YEAR	TOTAL AIRCRAFT OPERATIONS	INCREASE/ DECREASE	PERCENT CHANGE
2018	112,168	11,460	11.38%
2017	100,708	3,072	3.15%
2016	97,636	- 5,293	- 5.14%
2015	102,929	17,793	20.90%
2014	85,136	- 6,241	- 6.83%
2013	91,377	- 17,947	- 6.42%
2012	109,324	- 18,463	-14.45%
2011	127,787	2,133	1.70%
2010	125,654	-28,363	-18.42%
2009	154,017	-17,306	- 10.10%

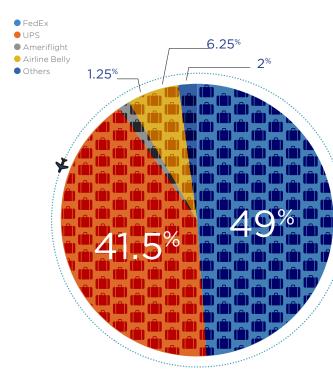
### SAT Total Carrier Landed Weight in Pounds SAT Aircraft Landings & Take Offs

#### TOTAL CALENDAR INCREASE/ PERCENT DECREASE CHANGE (POUNDS) 6,594,575 9.5% 2018 570,057 5.15% 2017 6,024,433 295,176 5,729,257 4,070 0.07% 2016 63,633 2015 5,725,186 1.12% 5,661,553 2014 - 123,184 -2.13% 2013 5,784,737 - 27,490 -0.47% 2012 5,812,227 104,935 1.84% 75,089 2011 5,707,292 1.33% 2010 5,632,203 74,746 1.34% 5,557,457 2009 - 651,735 -10.50%

CALENDAR YEAR	TOTAL AIRCRAFT OPERATIONS	INCREASE/ DECREASE	PERCENT CHANGE
2018	165,545	4,769	2.97%
2017	160,776	-3,435	- 2.09%
2016	164,211	-3,840	- 2.29%
2015	168,051	-4,569	-2.65%
2014	172,620	-4,046	-2.29%
2013	176,666	-2,394	- 1.34%
2012	179,060	947	0.53%
2011	178,113	698	0.39%
2010	177,415	-17,242	-8.86%
2009	194,657	-21,977	-10.14%
			***************************************

#### SAT Total Mail & Freight

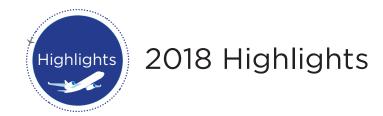
Calendar Year 2018



### SAT Total Calendar Year Air Freight & Mail

CALENDAR YEAR	TOTAL WEIGHT (POUNDS)	INCREASE/ DECREASE	PERCENT CHANGE
2018	272,265,967	21,574,271	8.6%
2017	250,691,696	12,635,307	5.31%
2016	238,056,389	5,368,702	2.31%
2015	232,687,687	-646,252	- 0.28%
2014	233,333,939	1,549,403	0.67%
2013	231,784,536	-26,554,512	-10.28%
2012	258,339,048	- 6,316,301	- 2.39%
2011	264,655,349	- 8,296,394	- 3.04%
2010	272,951,743	18,229,269	7.16%
2009	254,722,474	-28,075,004	- 9.93%

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#### Record Number of Passengers

- First time to exceed 10 million (10,044,328)
- Represents an 11 percent increase in domestic travelers and a 13 percent increase in international travelers over 2017
- Welcomed one million additional passengers in 2018 unprecedented growth for a medium-hub airport
- Remarkable international growth, including Mexico, despite current economic/political challenges

#### New Air Service

- Seat capacity increased by 9 percent
- Almost all carriers increased capacity in 2018
- Launched 15 new destinations: Albuquerque, Cincinnati, Cleveland, Colorado Springs, Columbus (OH), Fort Lauderdale, Jacksonville, Memphis, Oakland, Oklahoma City, Omaha, Orange County (CA), Raleigh-Durham, San José (CA) and Tulsa
- Added four new flights to existing markets: Charlotte, Orlando, Philadelphia and Salt Lake City
- Among the fastest growing medium-hubs in the U.S.

#### Air Cargo

- Increased nearly 9 percent to more than 272 million pounds moved
- Reached levels not experienced since 2010

#### Leakage

• Average fare on shared routes with AUS dropped 3 percent — to \$4.94 — compared to 2015









### 2018 Achievements

#### SAT Reaches 10 Million Passenger Milestone

Official industry travel numbers were released and San Antonio International Airport (SAT) reached an unprecedented milestone especially for an airport of its size. 10 million passengers traveled through the airport making 2018 a record-breaking year celebrated at San Antonio's Plaza de Armas Gallery.

#### **CONRAC Opens**

San Antonio International Airport (SAT) celebrated opening its new 1.2 million-square-feet, state-of-the-art Consolidated Rental Car Facility and Short-Term Garage. The facility makes it more convenient than ever for travelers to access rental cars in one centralized, on-site location. Access to the rental car area is through the sky bridge, taking passengers directly from the mezzanine level of the terminal to the rental car counters.

#### **ASQ** Award

According to Airports Council International (ACI) World, San Antonio International Airport has earned the 2018 Airport Service Quality (ASQ) Award for: Best Airport by Size and Category (5-15 million passengers in North America). The Airport Service Quality (ASQ) awards are announced each quarter to showcase airports that exemplify superior customer excellence and rank high in customer service surveys.

#### New Life at "Hawker Beechcraft" Site

Western LLC, a real estate development and design-build firm specializing in the aviation industry announced its latest aviation development plans at San Antonio International Airport. The 8.87-acre parcel is a redevelopment of the "Hawker Beechcraft" site. The \$25 million multi-hangar development project is the largest single private/corporate capital project in SAT's history.

#### NCAA Men's Final Four comes to the River City

In 2018 the City of San Antonio hosted the NCAA Men's Final Four and San Antonio International Airport (SAT) welcomed a record-breaking number of visitors. Travelers were greeted by Ambassadors, NCAA Men's Final Four volunteer greeters, and art installations from local artist Cruz Ortiz. The entire airport team was prepared and ready for the arrivals and departures, as many of the fans' Final Four experiences began and ended at SAT. In addition to the airport's normally scheduled commercial flights, SAT received more than 500 general aviation aircraft and additional Final Four related chartered flights.

#### QMART

QMart Convenience Store and Burger King opened their first combined San Antonio location at the entrance to SAT, which is owned and operated by Northwest Petroleum (NWP). In addition to its usual merchandise, the convenience store offers free WiFi and a screen displaying flight schedules.

#### SAT Plans for the Future

This busy year also saw SAT launch its Strategic Development Plan, a two-phased process designed to stay in front of the increasing growth of air travel and the expanding air travel needs of the community and region. The plan will focus on the next 20 years at the airport and examine the suitability for growth and expansion in the next 50 years. The data-driven plan will ultimately inform development options regarding land use, facilities and services required for the airport to accommodate projected population growth and prosperity of the San Antonio region.

#### More Options for Travelers

The airport celebrated two ultra-low-cost airlines as they joined together to offer travelers more options. Frontier and Volaris Airlines launched their new codeshare agreement with several top executives in attendance to mark the milestone. The codeshare agreement offers customers an incredibly convenient opportunity to seamlessly book and travel among multiple U.S. and Mexico destinations.







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# The San Antonio Airport System Strategic Development Plan



More than 10 million passengers — an average of 27,000 per day — traveled through the San Antonio International Airport (SAT) in 2018. In the next 20 years, that number could reach up to 18 million passengers per year. To accommodate this growth and continue to generate prosperity, SAT must keep up with the air travel needs of the community and region. To do this, the San Antonio Airport System launched a Strategic Development Plan process in 2018 to focus on the next 20 years and to examine the suitability of the site for growth and expansion in the next 50 years.

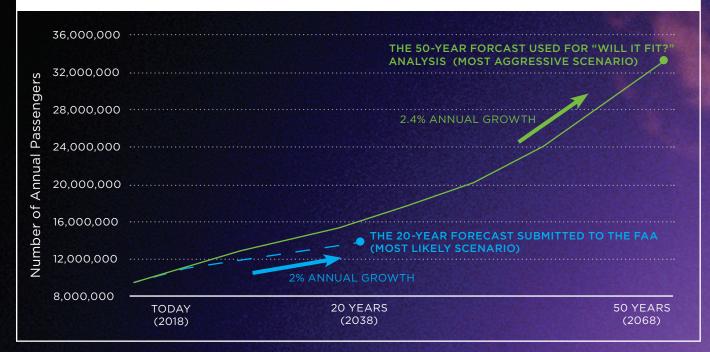
Community engagement is a major part of the process, and includes informal meetings, social media, webpage, e-blasts, surveys, stakeholder groups, public meetings and participation in existing community events.

There are two phases in this data-driven planning process. Phase 1 was completed in 2018. The planning team prepared a forecast — and then revised the forecast numbers after receiving community input — and the San Antonio Airport System submitted it to the FAA for approval. It was determined that the airport can be made to fit in its current location for the next 50 years.

Phase 2 will produce options regarding land use, facilities and services required for the airport system to accommodate the growth of the San Antonio region. The entire study is expected to conclude in 2020.

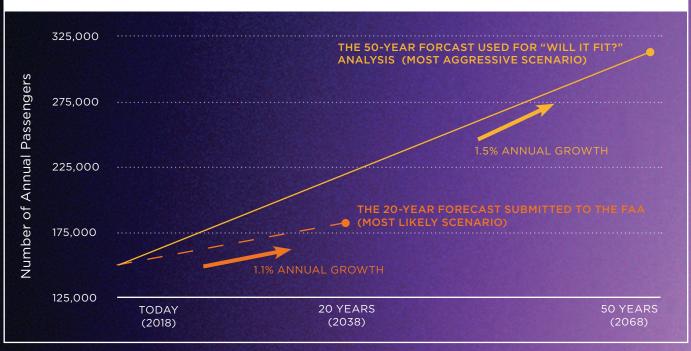


# SAT Passenger Growth Forecast



This forecast includes a range of possible outcomes, using a base forecast of 2.0% annual growth that was submitted to the FAA, to a high growth forecast of 2.4% annual growth per year used for the 50-year Strategic Development Plan.

### SAT Operations Growth Forecast



This forecast includes a range of possible outcomes, using a base forecast of 1.1% annual growth that was submitted to the FAA, to a high growth forecast of 1.5% annual growth per year used for the 50-year Strategic Development Plan.

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### **Customer Experience**

#### SAT Ambassador Program

In 2018, more than 10 million travelers passed through San Antonio International Airport (SAT). Many of those traveling through SAT were unfamiliar with the airport and needed assistance. To satisfy that need our SAT Ambassadors volunteers donated 31,000 hours and assisted over 325,000 visitors to San Antonio. From NCAA Men's Final Four guest greetings, directions to gates and even informing guests about citywide events our Ambassador Volunteers are informed and ready to help.

#### **Pups and Planes**

Since 2013, visitors to SAT have been greeted by a different breed of volunteers through the Pups and Planes program. The Pups and Planes program is designed to help reduce passenger stress, bring comfort and happiness, and even assist visitors as they navigate the airport. In 2018, 14 Pups and Planes ambassador volunteers generously donated their time with their therapy dogs for our passengers and guests.

#### Ambassador Fellowship Program

SAT expanded its already-robust volunteer program with the launch of the Ambassador Fellowship Program. The program was established to provide an avenue for students to serve their community, develop professional skills and gain exposure to a broad spectrum of careers in the aviation industry. Since its launch, the program has grown to nine ambassadors who support the airport's mission of providing an exceptional customer experience at the airport. The program has formed strategic partnerships with local schools and community youth programs to increase awareness of the program offerings, which include job shadowing with aviation employees, access to aviation training classes and the opportunity to receive a Certified Tourism Ambassador certification.

#### Arts

A new initiative as part of its ongoing commitment toward communicating a clear sense of place, the airport opened The Galleries @ SAT, an artist-centric initiative intended to enhance the visual environment for the traveling public and encourage cultural engagement with San Antonio's thriving arts community. The inaugural iteration included four exhibitions: St. Anthony's Lost and Found, the Air Force Photo Contest, the Fiesta Student Art Contest and the Texas Art Legacy show "Sixteen Voices, One Language."

#### Culture

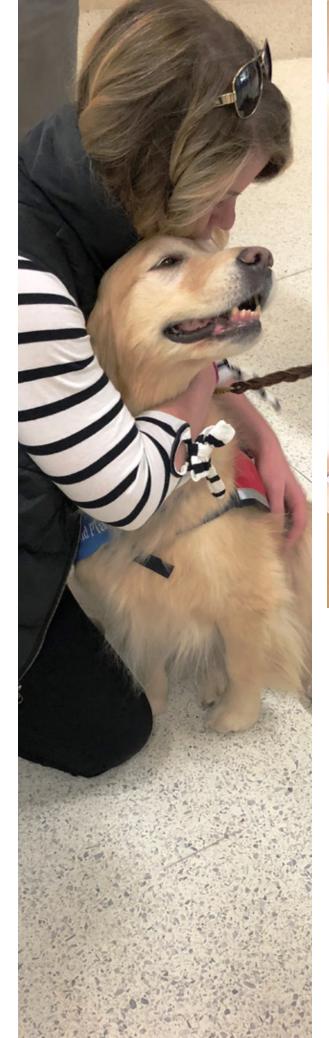
SAT hosted the inaugural "SAT Takes Flight" Fiesta Parade, a kick-off event for San Antonio's 10-day, citywide Fiesta celebration. The parade took place throughout the airport and included airport-themed floats created by stakeholders and community groups. The parade was accompanied by a student art contest that coincided with The Galleries @ SAT. In addition to Fiesta, the airport also proudly promoted other citywide events and festivities including Celebrate San Antonio, the city's Tricentennial celebration, Diversity Week, the San Antonio Stock Show & Rodeo, the NCAA Men's Final Four and Contemporary Arts Month.

#### Music

SAT Live is a year-round performing arts program providing engaging entertainment that elevates the customer experience. The initiative hosts performances by local artists throughout the airport five days a week and is funded by the SAT concessionaires' marketing fund. The airport has hosted more than 200 performances since the program began in July of 2018.

#### Educational and Community Outreach

The San Antonio Airport System actively participated in citywide outreach to youth and students interested in airport and aviation careers. Both SAT and Stinson Municipal Airport (SSF) collaborated with community and cultural institutions along with schools to inform and excite students about careers in aviation and aerospace. In 2018 SAT participated in numerous career Day Presentations and STEM events, and collaborated with community and cultural organizations for events that included: Wings for All in collaboration with ARC of San Antonio and participating airlines, Wings Academy in collaboration with the Roy Maas Youth Alternatives, Girls in Aviation Day in collaboration with Women in Aviation Alamo City, and ACE Academy Camp in collaboration with the Organization of Black Aerospace Professionals (OBAP) and the Federal Aviation Administration (FAA).











# Stinson Municipal Airport (SSF)

Siblings Marjorie, Katherine and Eddie Stinson created the Stinson School of Flying (SSF) in 1915. They all had a passion for flying, but Katherine also loved music. When Katherine learned barnstorming pilots or exhibition pilots were earning \$1,000 a show, she wanted to earn that money to study piano in Europe. Katherine put a plan in place, and her brother, Eddie, selected a plot of land south of town just west of the San Antonio River on which to open the school.

Marjorie Stinson petitioned San Antonio City Council to open the school and the rest, as they say, is history. Now known as Stinson Municipal Airport, the field is the designated General Aviation Reliever airport to San Antonio International Airport and is a thriving part of the surrounding community. Stinson is also home to Fixed-Base Operators, Palo Alto College's aviation management school, the San Antonio Police Helicopter Detail and the Texas Air Museum. Although it boasts a new tower, Stinson maintains its title as the second-oldest continuously operating airport in the United States.

During 2018 Stinson hosted the Golden Knights, Bronze Eagles, Girls in Aviation Day, the Women in Aviation 5K Scholarship Run, San Antonio Tricentennial Aeros and Autos, Slab Cinema Movie Nights and the Southwest Bonanza Fly In.

Future projects include a hike and bike trail connecting Stinson to the existing Mission Reach of the San Antonio River and a new parking lot that includes a plaza and connection from Stinson Terminal to the trail.









# Environmental Stewardship Division

The Environmental Stewardship Division (ESD) installed a new noise and operations monitoring system called NOMS that helps the noise abatement officer track flights and answer noise inquiries from concerned citizens. In addition to the monitoring system, a new Noise Hotline also was created.

ESD also improved energy efficiency in the Aviation Department's Operations Building by replacing the traditional switches with infrared occupancy-sensor switches. The systems were installed in offices, hallways, and the conference room to ensure that lights would turn off after the occupants left the room. The airport also installed new electric vehicle chargers and now operates a total of 18 EV charging stations throughout the long- and short-term garages along with office and maintenance areas that allow for easy access for electric vehicles. The combined charges from all the stations have avoided 11,658 lbs. of green house gas emissions, which is the equivalent to planting 159 trees and letting them grow for 10 years.

In January 2018, all rental car shuttle buses stopped operations with the opening of the Consolidated Rental Car Facility (CONRAC). The CONRAC is located directly across from the terminals and is easily accessible via a pedestrian sky bridge, effectively eliminating the need for shuttle buses. The location also reduced the distance traveled by rental cars to different agency locations around the airport area. As a result of the changes, CONRAC has provided a 76 percent reduction in CO2 emissions from 10.75 tons before CONRAC operations to 2.55 tons per year currently.

Through the Aviation Department's recycling programs, more than 100 pounds of used batteries and 150 pounds of used, reconditioned toner cartridges were diverted from landfills. The division also abated environmental conditions at the Federal Inspection Station expansion project and the CONRAC.





### Safety and Emergency Preparedness

Ensuring the safety of our customers and employees is paramount in SAT daily operations. As part of our emergency preparedness, SAT conducted an annual tabletop exercise to practice planned responses along with FAA, TSA, FBI and other regional partners.

#### San Antonio International Airport Police Department

It is the mission of the San Antonio International Airport (SAT) Police Department to enhance the safety of the community of citizens who travel through the airport by a commitment to excellence in the professional and courteous delivery of police and security services, while operating under the framework of the United States Constitution, through the reduction of fear and the preservation of human life while enforcing relevant statutes and regulations.

Whether through direct policing, participation in events, emergency preparation or other activities on airport property or other areas of the city, the SAT Police Department is an integral part of the airport's engagement with the community. Highlights from 2018 include the following:

Nine new officers were hired and the entire department was outfitted with new body cameras and a reporting system to assist with daily activities and efficiency. Airport Police assisted the U.S. Secret Service detail during the President's visit to San Antonio, assisted with security during Super Bowl LII with the aid of our Explosives Detection Unit K9 Teams, and hosted a statewide K9 handler explosive training field day at Alamo Stadium.

In support of San Antonio International Airport and the community at large, the department also conducted a presentation featuring the Airport Police Explosives Detection Unit K9 Teams for the "Wings for All" kids' day camp. Officers also volunteered during Honor Flight departures and arrivals of World War II veterans. The year culminated with several officers receiving recognition for their customer service during SAT's Weinman Awards.

#### San Antonio International Airport's Aircraft Rescue & Firefighting Division

SAT's Aircraft Rescue & Firefighting Division (ARFF) operates as a special operations team within the San Antonio Fire Department. The team consists of 32 uniformed firefighters who are certified in both structural and aviation firefighting by the Texas Commission on Fire Protection. Each firefighter is also trained as an Emergency Medical Technician and certified by the Texas Department of State Health Services.

This was another busy year with an increased call volume, new hires, training and special events. Below are some of the highlights:

This year we welcomed four new members to our team: 3 apparatus operators and a shift captain. The new additions bring more than 53 years of combined firefighting experience to ARFF, and we are excited and invigorated by their presence.

In addition to the calls for service that ARFF responds to, the division involves a great deal of training. With the addition of last year's new training coordinator, ARFF more than quadrupled its individual in-house training sessions. Select team members attended multiple training sessions off property, including an annual Live-Fire Drill at he Texas A&M Engineering Extension, the ARFF Working Group Training in Orlando, Emergency Vehicle Operations Training, and Command & Control classes at DFW Airport.

ARFF also participated in several special events, including the Aviation Security tabletop, National Night Out, City-wide Final Four, The Metro Fire Chiefs Conference, FBI SWAT training, Suspicious Device Tabletop and SAT's "Wings for All" camp.

#### Airport Safety Division

The Airport Safety Division supports SAAS's commitment to aviation safety. The airport's Aviation Department provides and maintains an environment conducive to the safety and health of its employees, travelers and the public.

Through its Safety Management System (SMS), SAT personnel work to reduce incidents/accidents to the lowest possible level. SMS's four components – Safety Policy, Safety Risk Management, Safety Assurance and Safety Promotion – help enhance safety by developing an organization-wide safety policy, and implementing methods to proactively identify and mitigate hazards. SMS supports integrating safety activities into normal day-to-day business practices through its formal, top-down, systematic approach to identifying hazards and control risks.

#### Operations

It is incumbent upon the Operations Division to ensure the airfield is safe for all aircraft operations. Federal regulations guide how the San Antonio Airport System ensures safety. These regulations can cover a wide range of topics, including airfield and perimeter inspections, wildlife control, special events, construction management, training, education and emergency response, including SAT's award-winning Foreign Object Debris Program (FOD). FOD is any object located in an inappropriate location in the airport environment that has the capacity to injure personnel and/or damage aircraft.

Along with multiple educational and community collaborations, the Operations Division also successfully managed all NCAA Men's Final Four traffic in 2018 and scored zero deficiencies in the FAA Part 139 Certification Inspection.





### PROJECTS COMPLETED IN FY 2018

\$ 354,000
\$ 774,000
\$ 748,000
\$ 4,338,000
\$ 173,811,000
\$ 120,000
\$ 2,000,000
\$ 441,000
\$ 1,880,000
\$ 386,000
\$ 708,000
\$ 11,540,000
\$ 264,000
\$ 100,000
\$ 1,310,000
\$ 22,739,000
\$ 408,000
\$ 120,000
\$ \$ \$ \$ \$ \$ \$ \$ \$



### Airport Opportunities for Small Businesses

# Aviation Department Business Development Enterprise Fiscal Year 2017 — Projects and Accomplishments

## Aviation Department Small Business Office (SBO)

One of the Aviation Department's Small Business Office's chief goals is to advance the economic growth of small businesses through its federal and local programs. The Small Business Office (SBO) manages and monitors the administration and compliance of the Federal Disadvantaged Business Enterprise (DBE) Program and the Airport Concession Disadvantaged Business Enterprise (ACDBE) Program. Implementation of the City of San Antonio's Small Business Economic Development Advocacy (SBEDA) Program promoting Small, Minority and Women-owned Business Enterprise (S/M/WBE) participation is also a responsibility of the SBO. Lastly, SBO serves as the Title VI Non-Discrimination Compliance Program (Title VI) advocate for the Aviation Department.

Annually, the Aviation Department applies for Federal Aviation Administration (FAA) grants that fund eligible airfield construction/renovation and professional services or AIP Grants. A stipulation upon receiving the funds requires DBE certified firms' participation. SBO measures, monitors and ensures compliance with DBE Federal mandates. DBE participation for Fiscal Year 2018 is as follows:

SBO measure, monitor and ensure compliance with DBE Federal mandates. DBE participation for Fiscal Year 2018 is as follows:

FAA Grant Dollars Awarded in FY 2018	\$7,214,399
Number of New DBE Contracts Awarded in FY 2018	3
Number of DBE Certified Firms on New Contracts in FY 2018	12
Dollars Awarded to DBE Certified Firms on New Contracts in FY 2018	\$1,049,604
Number of Ongoing DBE Contracts	18
Number of DBE Certified Firms on Ongoing Contracts	30
Dollars Awarded to DBE Certified Firms on Ongoing Contracts	\$2,513,261

### Airport Concessions Contractors (ACDBE Program)

The San Antonio Airport System works diligently to remove barriers to the participation of Airport Concessions Disadvantaged Business Enterprises (ACDBEs) in opportunities for concessions at our airport, and creates an environment in which ACDBEs can compete fairly for opportunities. For Fiscal Year 2018, three new contracts were awarded for a total of 19 prime concession contracts.

#### City of San Antonio Small Business Economic Development Advocacy (SBEDA) Program

The airport's work with certified small, minority-owned or womenowned firms is measured through a local ordinance in cooperation with the City's Economic Development Department (EDD). The local ordinance is known as the SBEDA Program. SBO staff supervises adherence to SBEDA and serves as a resource should additional participation be required. SBEDA participation for Fiscal Year 2018 is as follows:

SBEDA Contracts	44
Awarded Contract's Value	\$222,660,554
Dollars Awarded to SBE Certified Firms	\$75,507,007
Dollars Awarded to MBE Certified Firms	\$14,009,943
Dollars Awarded to WBE Certified Firms	\$42,823,220
Dollars Awarded to AABE Certified Firms	\$2,448,921

### Title VI Non-Discrimination Compliance Program (Title VI)

SBO advocates Title VI and ensures all businesses and services operating on Aviation property provide services without regard to race, color, national origin, religion, sex, disability (physical or mental), age, genetic information, marital status, sexual orientation or identity, AIDs/HIV status, medical condition or political views. To that end, the SBO provides annual training for new personnel, and refresher training to existing personnel. SBO also posts the training on Aviation's website.

#### SBO Outreach Activity

SBO is a committed partner to underutilized businesses through its advocacy for and support of meaningful participation in the procurement process for projects. SBO educates the small business community about its programs through trainings and presentations throughout the year, and conducts outreach events to ensure there are opportunities for locally owned small, minority, disadvantaged and women-owned business enterprises to compete for airport contracts.

For Fiscal Year 2018, SBO participated in twelve (12) citywide outreach events with various organizations, including one at Stinson Municipal Airport. We estimated a combined total of 2,500 attendees for all these events. We collected approximately 200 business cards covering 25 different industries and passed out 200 vendor registration cards. These diligent efforts have been the cornerstone of the SBO program's success.





# Staff and Community Volunteers

**Aviation Employees** Antonio Aguilar Christopher A Aldrich Amanda M Almanza Desiree Alonzo Andrew Alvarado Danny Alvarez Marisol Amador Miguel Angel Amador Adrienne Anderson Christopher Anderson Kathy Deanna Anderson Jeanette Andrada Stephen Andre'newman Jesse Apolinar Hector Aragon Sergio Aranda Juan Arango Juan Roberto Arango Arturo Arispe Juan Manuel Arreola Timothy Austin Ierry Aves Fernando Ayala Dean Richard Babcock Evelynn Bailey Jennifer Banda Dulce Bares Pablo Barrera Federico Barrios Ruben D Barros Cov Dean Bartlett Thomas Bartlett Tyler Batenhorst Billy Baxter Heather Beavers Shattuck Bell Anthony Benavides James Tandy Bennett Larry Bigelow Gerard R Blanco Rvan Blank Bregarian Bledsoe Joe Bondoc Collis Loranzey Boone Gaylon J Boubel Mona Boubel Michaela Brewer Robert Broherd Carl D Brown Joseph Louie Brown Scott Brown Sofia Brown Michael John Burkowski Miguel Burns Krystle Caballero Carlos Cadena Marcus Cadena Charles Campbell

Luis Cardenas Robert Carl Jolly Alfred Carnot Kevin Edward Carrillo Martin Carroll Steven Carse Gregory Wayne Carson Joe S Casiano Zoilo R Castano Angelita Castillo Michael J Castillo Christopher Castro David Castro Mary Louise Castro Robertfred Cervantes Joe Chairez Stephanie Chapa Concepcion Chavez Diana L Chavez Matthew Chavez Steven Clanton Loyce Dwight Clark Cora Iean Clay Frederick Louis Clements Virginia G Cobarrubias John Michael Coggins Christopher Cole Kimberly R Coleman Frank Constantino Justin Contreras William Anthony Cooper Sofia Roque Coronado Andrew Cosma Conn Creswell Cordelia Ninfa Cruz Cristian Cruz Marielena Cruz James A Cundiff Alma O Cunningham Vickie R Curtis Bindu Dambekodi Candyce Danay Selby Angelica Garzes Davila Edwin Davis Glen Ewing Davis Mercedes Abarico Davis Jole De La Cruz Jody Luis De La Rosa Eric De Los Rios Gerardo De Los Santos Jose Dehoyos Chase Del Bosque Roxanne Del Castillo Daniel Delgado Daniel R Delgado Francisco Delgado Christopher Delos Reves Keith Deshaies

Shana De'lyn Dewey

Mark William Diamond Ernest Diaz Koline Diaz Steven Michael Diaz Eddie Douglas Iv Debra Walker Drew Monica Duck Rudy Durand Raymond E Smith Ryan David Edwards Karen Ellis Lynia Elmore David Esquivel Joaquin Esquivel Twyla Estrada Matt Evans Andrew Ewing John Howard Fest Dennis Fiemeyer Amy Fisher Johnny R Fisher Daniel Flores Veronica Flores Nicole Eugenie Fowles Eric Fubara Armando Fuentes Neil Gabrielson Robert I Galatiuk John Gallo Alejandro Garcia Alma Lorena Garcia Betty B Garcia Christopher Garcia Felipe R Garcia Frank Villarreal Garcia Joe Garcia Iose L Garcia Leticia Acuna Garcia Maria C Garcia Maricela Ramirez-Garcia Rogelio G Garcia Stephen Garcia Carlos S Garcia Erica Garibay Susan Garrison Sandra Luz Garza Louis Z Gatica Karl Dean Geyer Roland Gloria Robin Alan Goddard Arthur Gomez Jose Gomez Martin Tamayo Gomez Michael Anthony Gomez Daniel Gonzales Gabriel Gonzales

Jose Gonzales

Joseph M Gonzales

Norma Gonzales

Pete G Gonzales Edvin R Gonzalez Jorge Mauro Gonzalez Juanita Gonzalez Lucy Patricia Gonzalez Victor Gonzalez Amalia Molly Gorena-Bullis Marcelo Grandon Randy Gray Scott Douglas Green Richard Griffin Yvette Guerra Jennifer Gutierrez Raul Gutierrez Michael Hall Russell Handy Michael-Paul Harper Michael Harris Steven Craig Harris Adam Kyle Hawkins Walter Barry Haynie Lester Hazel Susan Heck Joshua Heiss Hernando Hernandez Jasmany Hernandez Jessica Hernandez Michael Rov Hernandez Roger Hernandez Antonio Herrera John Herrera Joseph Hinojosa Barbara Iean Hitchcock Richard R Hocott Jeffery Honer Tonya Michele Hope Kelsev Marie Horan Clarence I Houston Ianet Howard Nancy Tokarsky Howk Gilbert D Hunt Roland Ibarra William Edward Idar Roland Imming Lenny Irwin Kristopher Michael Janicke Benjamin Richard Johnson Jeffery Johnson James Robert Johnston Traci Lynn Jones Eric M Kaalund Craig Kehler Vicki King Donald James Kisselburgh John Klein Dean Kloss Mitchell Knight

John E Kokesh

Robert De La Garza

Isabelo Laboy Brandon Paul Laskowski Nathan Lavin Jose Alfred Ledesma Jose L Ledesma Richard Ledezma Sabrina Lee Alonzo Joseph Leon Michael Leroy Joel Lesly Dee Bow M Lim Alfred Lira Christopher Jermaine Long Sarah Longworth Alyssa Lopez Andres Rudolfo Lopez Christopher Lopez Salvador Lopez Rosario López Raymond Lopez Jr Terry Lynn Shader Edward M Torres Juan M Torres Marcus Albert Machemehl Tamera Marberry Johana Marroquin Morris Lee Martin Chalene Martinez Daniel H Martinez Juan Martinez Linda Martinez Margarita Martinez Mark Anthony Martinez Matthew Martinez Robert C Martinez Rosa I Martinez Daniel Martinezdeescobar Theresa Mata Destin K Mc Cloud Clint Patrick Mc Coy Richard Mccumbers Rebecca Mckee Monica Mcknight Andrew Medelez Sved Mehdi Steve Meinecke Michael Louis Mejia Jose Savas Menchaca Timothy Lawrence Menchaca Jesse Mendez Gabriel Mercado Garrett Mercer Jordan David Mergele Funda Messer Shawn Messer

David Middleton

Brian Miracle

Steven Charles Milburn

Ricardo Miranda Samuel Miranda Maricela M Moctezuma Maria D. Montana Brenton Anthony Moore Johnny G Morales Julio Alberto Morales Angela Moreno Melissa Lopez Moreno Ofelio Muniz Mary Nix Cipriano Pedraza Ojeda Angel Olivares Carlos Olivares Oscar Olvera Omar Omar Maria Orantes David Ortega Jr Frank Padilla Russell Padilla Michaelangelo Pansza David Gerardo Paredes Robert Paris Raymond Parrish Mukesh Patel Barbara Garcia Patton Patrick O Patton Elena Pena Adam Perez Arnulfo Perez Bridget Perez Jessica Marie Perez Peter Andrew Persha Mervin Peter Mark Phillips Michael James Ploch Brian Lowell Pratte Logan Price **Iharon Pritchett** Brittney Pryor Harley Puett Wayne N Purcell Kassaundra Quintanilla Vincent Quintanilla Vivian Quintanilla Jonathan Quitugua Frank Radis Claudia Ramirez Luis Humberto Ramirez Veronica H Ramirez Arthur V Ramirez Rosalinda Ramos Rowland Ramos Sri P Rangarajan Edgar Rangel Iames Russell Rea Hilario Realme David Earnest Reed Gilbert Reina Christopher Reininger Sandra A Reyes Sofia Reyna

Michael Davis Rivers

Rodriguez Monica R Rodriguez Tristen Montz-Rodriguez Enid Rodriguez-Isais Audrey Rene Rodriguez-Vallejo John Ryan Romero Jessica Rosas Patricia Ann Ramos Ruiz Andrew Rumsby Richard Russell Ricks Susan Saint Cyr Marcos Salgado David Salinas Nicolas E Salinas Sherry Sams Daniel I Sanchez Gilbert Sanchez Tania Sanchez Elia Sandoval Felix Medina Sanjuan Adolfo Sanmiguel Yvette Santos Juan Saucedo Robin Schmerber Brian S Schuetze Jarrard Kimbriel Secrest Juan Segura Manuel Serrano Gregory A Shadrock Eddie J Shear Carol Denise Simington Amanda Simmons John Curtis Sims Douglas V Singleton Amar Soojhai Steven Kelly Southers Vicki Bechard Spaulding Travis William Spear Brandon Spears John Sperry Debra E Stephens Richard Stinson Edward R Sustaita Lisa G. Swosinski Russell M Swosinski Sergio Ramirez Talamantez Roger Tamez Celina Torres Lydiette Torres Jason Tribble Michael Troutman Paul Anthony Tschirhart

Jason Mccall Roberds

Cipriano A Rodriguez

Armando Rodriguez

Jennifer Rodriguez

Henry Rodriguez

Mark Adrian

Rvan E. Rocha

Eugene Ulbrich Mark Valverde Robert Vanburg Iacob Vander Zee Baldemar Vargas Mara Vasquez Paul Vasquez April Vaughn Farlie Vazquez David Vela Jose R Velazquez Margarita Villa Susan Villalobos Valeria Leticia Villanueva Nelson Villegas Janis Elizabeth Vogt Aaron Ward Dwight Ware Eric Warner Wynetta J Warren Anthony M Weaver Richard Weber Clayton White Kenneth Whittaker Joyce Wiatrek Valarie Dawn Williams Iames Wilson Bobby Wolf Chris Xanders Tonia Young Christopher Yzaguirre Lori Elizabeth Zamora Andrew Zapata Bryan Zapata Elsa Zapata Aleiandro Zavala Hector M Zavala Paul Zidack Michael Zientek Airport Ambassador Volunteers Beverly Adkins Daniel Almanza Mickey Amacker Edna Amecucci Jim Basey Josephine Basey Jim Beach Rudy Beltran Christopher Belz Minnie Benavidez Frank Berlanga Iose Bonilla Douglas Boren Benjamin Bott Scharlotte Bradley Gene Brandon

Paul Buentello

Betsy Cameron

Stuart Cameron

Diana Canavan

Suzanne Cantu

Rebekah Bustamante

Julia Burgess

Ed Clark Mary Clark Daniel Cohen Irma Latour Constance Coats Lynn Lee Cole Chrislon John Cupell Annisa D'Souza Gert Lewis Cristina De La Garza Hans Liebe Jean Dekunder Al Limon Joe Delpero Jerry Lloyd Kay Delpero Carol Dickus Greg Dixon Becky Lull Randy Drum Gordon Dunkley George Lull Diana Dupree Mary Drury Rose Marie Elsner Billie May Les Felpel Vivian Felpel Stephanie Florez Roland Flowers Maggie Fox Meg Monks Gloria French Ron French Carol Gagliardi Elizabeth Garcia Hank Garcia Barbara Garrow Frank Paul Stella Garza John Pick Jackie George Bonnie Gioiello John Goetz Geneva Rav Norman Goldberg Joe Gonzales Larry Goodman John Rock Paulette Goodman Meri-Beth Graves Rodas B.J. Greenwood Olive Roen Richard Groomes Cher Ross Ian Guastafierro Ierry Guebard Bryan Sagor Catherine Guttery David Guttman Teddy Gutz Sean Habina Dot Hampton Janelle Harshaw Jan Harvey Bryce Segar James Helling Ramon Hernandez Terry Hoffman Craig Holmes Byron Simpson Carol Hoke Hermina Simpson Christina Smith Norma Jean Hurtado Carol Ingham Alex Soto Temple Sralla Dan Iarvis Marilyn Jarvis-Bargel Nattapat Sricharoen Nancy Jenkins Edna Steen Robert Jones Wyatt Struxness Larry Thrash Maggie Johnson Henry Juarez Martha Tijerina Jean Karren Brenda Tobey

Dakota Carrisalez

Linda Chandler

Darlene Clapper

Ann Carter-Dulanev

Teresa Katz Peggy Keesee Les Kempler Gavle Kerner Harriet Knops Gregg Larsen Lavelle Leinweber Dora Lemon-Vergara Mildred Lopeez Edward Lubbers Phyllis Lubbers Susan Lunbery Steven MacDonald Patricia May Jim McDonough Jackie Mitchell Karl Mitchell Amanda Mueller Leslie Newton Nancy Olansky Thelma Parker Paul Patterson Alicia Poarch Jerry Rankin Dave Rettinger Hector Rivera Aleiandro Lopez-Merrill Rosas Louise Sagor Amy Sanchez Rey Sandoval Kaethy Schmidt Craig Schraub Marsha Scott Patricia Segar Darla Sekimoto Christine Sellhast

Margarethe Valois Delia Vega Darryl Veldhizen Nalini Venkataraman Pam Verschoyle Bob Walker Mya Wallace Debbie Walsh Pengli Wang Barbara Whisenant Larry Whisenant Mary Wilke Gary Wilke Pat Williams Arlene Wimp Bill Wimp Loren Wood Anthony Woods Olen Yarnell Jennifer Young Theodor Zainal Molly Zebrowski

### Volunteers

Airport Policina Darles Bradley Lowell Cornelius Paul Dee Peter Eng Cornell Evans Sean Gillen Joe Gonzales Edward Green Dennis Gurtner Marilyn Gurtner Joyce Sean Habina Kirtley Holder Jose Ibarra Helen Keesee Elaine Loehlein Leo Lorenzo George Lull Ron Martel Paul McCombs Rick Meuse Steve Molnar Ralph Pipes Alecia Reeves Ed Reeves Gary Simons Sichan Siv Stephen Spear Eleanor Sprowl George Stevenson Donald Taubert Irene Ugarte Thomas Scott VanDerhoof Hubert Verschovle Eugene Vincent Charlotte Warmowski Lee Wedlake William Weston

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### **CITY OF SAN ANTONIO**

**AVIATION DEPARTMENT** 

9800 Airport Boulevard San Antonio, Texas 78216-9990 p. 210.207.3450 f. 210.207.3500

sanantonio-airport.com